



Phil Leighton

THE INFORMED
HOME SELLER'S GUIDE

ROYAL LEPAGE *Atlantic*
GO BEYOND

WHAT YOU NEED TO KNOW WHEN LISTING YOUR HOME

- ✓ Clean & Declutter
- ✓ Allow Time For Showings
- ✓ Trust Your Realtor

Before putting up your listing, there are a few things you can do to maximize your sale price. The first thing to do is to declutter. Less is more. Potential buyers want to walk into your home and picture themselves living there, they don't necessarily want to see pictures of grandma and your kid's pottery sculpture from 4th grade. It's best for the property to be clean, decluttered, and feel open, airy, and bright. If the property is vacant, staging is also a good option. Another thing to note is to allow time for showings, the more time the better. If listing in HRM, most properties accept an offer in about a week (based on 2022 stats).



THE PROCESS OF SELLING YOUR HOME IN 3 EASY STEPS

STEP 01 Discuss a Plan with your REALTOR®

If a realtor is just throwing up your property on MLS then you may be losing money. It's best to discuss a concrete plan with your agent and know specifically how they will market the property, what the price will be, and when the showings will be.

STEP 02 Clean and De-Clutter

Buyers want to be able to picture themselves in your property. To get top dollar, the property should be cleaned top to bottom with most personal belongings put away to be prepped for showings.

STEP 03 Showings and Accepting an Offer

In this competitive market, you can expect a bunch of showings, especially if it's in the greater Halifax area. Once all offers are submitted, your REALTOR® will present all offers to you and advise you which one is best. In the end, the one you decide to accept is your final decision.

**That's it! Then on to your next chapter in life after
successfully listing and selling your home!**




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